



**TANNER KINGSLEY'S AMBITION IN  
SIDNEY SHELDON'S *ARE YOU AFRAID OF THE DARK?***

**A THESIS**

**In Partial Fulfillment of the Requirements for  
Sarjana Degree Majoring Literature in English Department  
Faculty of Humanities Universitas Diponegoro**

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## **PRONOUNCEMENT**

The writer honestly confirms that she compiles this thesis by herself and without taking any results from other researchers in S-1, S-2, S-3, and in diploma degree of any university. The writer ascertains also that she did not quote any material from other publications or someone's paper except from the references mentioned.

Semarang, May 2019

Kania Manika Paramahita

## MOTTO AND DEDICATION

*No matter what happens in life, be good to people. Being good to people is a wonderful legacy to leave behind.*

**Taylor Swift**

*This thesis is dedicated to*

*My beloved family,*

*My friends,*

*And everyone who tells me to keep fighting.*

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I realize that this thesis is still far from being perfect. I, therefore will be glad to receive any constructive criticism and recommendation to make this thesis better. Finally, I expect that this thesis will be useful to the reader who wishes to learn something about ambition.

Semarang, May 2019

Kania Manika Paramahita

## **ABSTRACT**

The purposes of this thesis are to describe how ambition is depicted in the story, explain the causes of ambition, and explain how it affects the person. The method that is used in this study is contextual method by analyzing the intrinsic and extrinsic elements of the story. Library research is used to collect the data for this study. In analyzing intrinsic elements, the writer uses character and conflict. Meanwhile, in analyzing extrinsic elements, the writer examines psychological approach which includes Individual Psychology by Alfred Adler and theory of ambition. The result of this study shows that the ambitious trait shown in the story is caused by social influences around the character. The character is unable to control his ambition and willing to do anything to achieve his goals, which results in his ambition becoming unhealthy and does more harm than good.

Keywords: ambition, trait, personality, psychology, individual.



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# CHAPTER I

## INTRODUCTION

### 1.1. Background of the Study

Literary works often imitate certain aspects in real life. Sometimes, the author depicts the characters in their works based on traits or characteristics of real people. One of the real-life traits which is often depicted in literary works is ambition.

Ambition is a persistent striving to gain success and accomplishment (Judge and Kammeyer-Mueller, 2012: 759). It is a common trait among human beings because it helps people to survive. The ambitious trait itself may be caused by several factors, like social circumstances around the person or ego which is already present within the person. If an ambitious person manages this trait well, he or she may gain some positive effects such as having higher education and prestigious job, thus making his or her life better. On the other hand, being too ambitious or being unable to control the ambition may have some negative results like having anxiety, depression, and being self-neglect.

The writer chose to analyze Sidney Sheldon's novel, *Are You Afraid of the Dark?*, because one of the characters, Tanner Kingsley, shows ambitious traits throughout the story. By analyzing the story, the writer aims to describe how Tanner's ambition is depicted in the story and explain the cause and effect of the ambition.

Although the novel itself is a best-seller and very popular, there are only a few of research studies that use the novel as the object of their research. Most of the writings that discuss or analyze the novel come in a form of book review or brief analysis of the story and the characters. The writer finds three academic papers that use the novel as the object of the study.

The first study is a thesis written by Muh. Sabir entitled *An Analysis of Idiomatic Expressions on Sidney Sheldon's "Are You Afraid of the Dark"*, which is published in 2012. The thesis analyzes idiomatic expressions in the novel and explains the meaning of the idiomatic expressions based on the context.

The second study is a thesis written by Junita Sitingjak entitled *Translation Methods of Personifications and Metaphors in Are You Afraid of the Dark into Apakah Kau Takut Gelap*, which is published in 2015. The thesis analyzes the translation methods that are used in translating personifications and metaphors in the novel.

The third study is a research paper written by Deni Aprilina entitled *Defense Mechanism in Sidney Sheldon's Are You Afraid of the Dark?: A Psychoanalytic Approach*, which is published in 2007. The paper discusses defense mechanism that is done by Kelly Harris, one of the characters in the novel.

From the explanations about the previous studies above, it is obvious that the topics used in the studies are different from what the writer will discuss. The first and second study use linguistic approach in analyzing the novel, while the writer will use a literary approach. The third study also uses literary approach, but the

study discusses about defense mechanism done by Kelly Harris, one of the characters in the novel, while the writer will discuss the ambition of Tanner Kingsley, another character.

### **1.2. Research Problems**

The research problems for this study are as follows:

- a. How is Tanner's ambition depicted in the story?
- b. What are the causes of Tanner's ambition?
- c. How does the ambition affect Tanner?

### **1.3. Objectives of the Study**

The objectives of this study are as follows:

- a. To describe how Tanner's ambition is depicted in the story.
- b. To explain the causes of the Tanner's ambition in the story.
- c. To explain how the ambition affects Tanner in the story.

### **1.4. Methods of the Study**

In this study, the writer uses contextual method, which is done by analyzing both intrinsic and extrinsic elements of the story. According to Eaglestone in *Doing English: A Guide for Literature Students*, analyzing intrinsic elements in a literary work means that we have to concentrate on words on the page. The work itself is considered as a separate thing from the world and the readers only have to focus on its internal features. Meanwhile, in analyzing extrinsic elements, the readers should

look beyond the text and bring it into the context. The literary work is considered as a part of the world and we have to look into non-literary ideas such as historical or social aspects in order to understand the meaning of the text (2000: 46).

In analyzing intrinsic elements of the story, the writer will analyze the character and conflict in the story. Meanwhile, in analyzing extrinsic elements, the writer uses psychological approach which includes theory of personality and inferiority concept from Alfred Adler and theory of ambition. In collecting the data, the writer uses library research method.

## **1.5. Organization of the Writing**

The writing organization for this study is as follows:

### **1.5.1. Chapter 1 – INTRODUCTION**

This chapter explains the reasons why the writer chooses the novel *Are You Afraid of the Dark?* by Sidney Sheldon as the object of the study. This chapter also explains the research problems and objectives of the study. Lastly, this chapter explains the method that will be used in the study.

### **1.5.2. Chapter 2 – BIOGRAPHY AND SYNOPSIS**

This chapter discusses the biography of author Sidney Sheldon and the synopsis of the novel *Are You Afraid of the Dark?*.

### **1.5.3. Chapter 3 – THEORETICAL FRAMEWORK**

This chapter explains theories that will be used in the study. In analyzing intrinsic elements, the writer uses character and conflict. Meanwhile, in analyzing extrinsic elements, the writer uses psychological approach which includes personality theory by Alfred Adler and theory of ambition.

### **1.5.4. Chapter 4 – DISCUSSION**

This chapter is the main part of the study, which discusses the intrinsic and extrinsic elements found in the story. It discusses character, conflict, the description of ambition in the story, the cause of the ambition, how the character reaches his ambition, and the effect of the ambition.

### **1.5.5. Chapter 5 – CONCLUSION**

This chapter summarizes the whole study and concludes the result of the analysis of the novel.

## **CHAPTER II**

### **BIOGRAPHY AND SYNOPSIS**

#### **2.1. Biography of the Author**

Sidney Sheldon is an American novelist and screenwriter born on February 11th, 1917 in Chicago, Illinois. His career as a writer began with writing several screenplays, mostly for television shows. At the age of seventeen, he worked in Universal Studios as a reader of prospective film material, while writing his own screenplay. He sold his screenplay titled *South of Panama* to the studio in 1941.

After serving as a pilot in the Army Air Corps during World War II, he gained a reputation as a writer in New York theater community. He wrote three Broadway musicals, and received a Tony Award for being the writing team of *Redhead*, which caught Hollywood's attention. When Sheldon returned to Hollywood, he was assigned to write *The Bachelor and the Bobby-Soxer*. His script for the film won an Academy Award for Best Original Screenplay in 1947.

In the early 1960s, Sheldon decided to turn into television industry. He wrote a television series titled *I Dream of Jeannie*, in which he also served as a producer. The series lasted for five seasons, from the year 1965 until 1970. He won an Emmy Award for his work in the television series in 1967.

Later in his life, Sheldon tried to be a novelist and successfully wrote around 18 novels, including the best-seller *Master of the Game* and *Tell Me Your Dreams*.



His novels mostly revolve around thriller and crime genre, and focused on female protagonists. Sheldon died on January 30th, 2007 in Rancho Mirage, California from pneumonia complications.

## **2.2. Synopsis of *Are You Afraid of the Dark?***

Diane Stevens, a Manhattan-based painter, and Kelly Harris, a Paris-based supermodel, find out that their husbands are dead in separate countries. In the beginning, they assume that the deaths are caused by a mere accident. However, when the women team up and investigate the deaths together, they find out that their husbands are actually murdered and somehow the murders are linked to Kingsley International Group, a multinational think-tank company based in America ran by brothers Andrew and Tanner Kingsley.

Before founding the think-tank, which was initially named Kingsley Group, Andrew developed a secret machine called Prima, which could manipulate weather anywhere in the world. Unlike Andrew who wanted to use Prima to help people, Tanner wanted to use the machine to gain millions of profit and become rich. Tanner knew that his ambition and goal cannot be achieved if Andrew was still in charge of the company, so he needed to take over the company by eliminating Andrew. Tanner did that by intentionally setting Andrew into an accident disguised as an experiment which involved an unknown chemical substance. When Andrew is working on the substance, it leaks into his protective suit, exposing him to the substance that damaged his brain severely. Andrew then ended up being unable to

run the company, so Tanner easily takes over the company and changes its name to Kingsley International Group.

When Tanner takes over the company, he uses Prima to blackmail people, mostly country leaders, and gains a lot of profit from them. He also recruits scientists to help him developing Prima, but the scientists later question the actual purpose of the machine and find out about Tanner's plan to use Prima for his own advantages. They plan to reach Pauline van Luven in Washington D.C., a senator leading the Senate Select Committee on Environment in America. Tanner then find out about their plan and orders his henchmen to murder them.

The victims are Franz Verbugge from Berlin, Mark Harris from Paris, Gary Reynolds from Denver, and Richard Stevens from Manhattan. Tanner also orders his henchmen to eliminate their families as well. Richard Stevens and Mark Harris are, of course, Diane and Kelly's husbands. Diane and Kelly later find out that Tanner is actually the mastermind behind the murders, and realize that they are also targeted by him. The women are forced to run and hide from one place to another to avoid being killed by Tanner and his henchmen. They try to find the reason behind their husbands' murders and go to Europe to do so. However, they do not find the answer there, so they go back to America. Their investigation then leads them to Lois Reynolds, Gary Reynolds' sister who is still alive despite Tanner's attempt to burn her house and she tells them about Prima. Diane and Kelly then plan to go to Senator van Luven to tell her about the machine and Tanner's plan, but she is actually Tanner's girlfriend and on his side, thus revealing Tanner's intention to manipulate and capture the women.

However, Diane and Kelly manage to escape and run away to a boarding house owned by Kelly's friend. After hiding, they make a plan to tell the press about Prima, without Tanner's knowledge. After the story about Prima is told to media, Tanner is forced to destroy Prima while having a second Prima hidden somewhere in the Polynesian French islands that he plans to use secretly after destroying the first one. He orders Andrew to do the destruction, thus killing Andrew as well. Unfortunately, unknown to Tanner, Andrew slowly gains consciousness and he is aware of Tanner's plan. Before destroying Prima, Andrew uses it to control the weather around the plane which carries Tanner and Pauline to their hiding place, causing a terrible hurricane which hit the plane and causing their death.

## **CHAPTER III**

### **THEORETICAL FRAMEWORK**

#### **3.1. Intrinsic Elements**

In this section, the writer will explain intrinsic elements in the story, which include character and conflict.

##### **3.1.1. Character**

According to Abrams (1999: 32-33) in *A Glossary of Literary Terms*, characters are the persons represented in a literary work who are interpreted by the readers as having certain qualities based on what they say and do. Abrams also states that the characters' personality, dialogue, and action are usually based on a motivation.

There are several opinions in distinguishing different types of character. Holman states in *A Handbook to Literature* (1980: 76) that a character may be static or dynamic, which are also known as flat or round character. A static or flat character does not show any changes or changes a little in his or her characteristics throughout the story, and according to Abrams, flat character is built around "a single idea of quality" (1999: 33). On the other hand, a dynamic or round character shows significant changes in his or her characteristics by the action through which the character passes. Round characters are usually more complex in terms of their temperament and motivation, and like people in real life, they are difficult to describe and capable of surprising the readers (1999: 33).

### **3.1.2. Conflict**

According to Holman (1980: 98), conflict is the struggle which comes and grows out between two opposing sides in a literary work. Conflict serves as suspense elements in literary work which drives the plot, and without conflict, plot cannot exist (1980: 336). Conflict can be categorized into internal or external conflict. Internal or psychological conflict usually appears when the characters experience two opposite feelings or emotions inside him or her, such as good and evil. On the other hand, external conflict appears when the characters are involved in a struggle between them and outside forces. The outside forces may come through another character, nature, society, or fate.

## **3.2. Extrinsic Elements**

In this section, the writer will explain extrinsic elements that will be used in analyzing the story, which include Adler's theory about Individual Psychology and theory of ambition.

### **3.2.1. Adler's Individual Psychology**

According to a web article in Livestrong (2014), Alfred Adler develops theories of personality to understand someone's behavior based on the context of social environment. In *Understanding Life*, it is stated that Adler's theory of personality is often called as Individual Psychology. It is a branch of social psychology that views human as a functional unit who has to deal with living with other people (Adler, 1997: xii).

Most of Adler's ideas about individual psychology are based on Nietzsche's concept about the will of power, thus distinguishing himself between Sigmund Freud and Viktor Frankl, whose psychology concepts centered on will of pleasure and will of meaning, respectively. Nietzsche believes that this will of power is what drives human to struggle for their own goals and achievements. Adler's concept of individual psychology also proposes the idea that all humans are goal-directed beings. The humans also move purposefully towards goals that are set by them. These goals are something that motivate humans and considered as their way to survive. According to Nietzsche in *Beyond Good and Evil*, will to power frequently results in self-preservation or survival of a living thing (1966: 21).

Adler's interpretation on Nietzsche's concept is heavily related to the dynamic between superiority and inferiority, thus stating that human behavior is mostly based on the urge or need to overcome inferiority feeling (1997: 20). Humans were naturally born with inferiority feeling, thus caused the drive inside them to overcome the feeling in order to become superior. Adler also says that inferiority feeling also has a connection with birth order in the family (1997: 9-10). Every child grows up in different situations, despite being in the same family. For example, the first child born into a family is initially alone, so he or she becomes the center of attention. After the second child was born, the first child loses most of the attention, causing them to feel inferior. On the other hand, the younger child is most likely to be competitive to beat his or her older sibling because they may feel inferior compared to their older sibling. Younger children also tend to be rebellious.

These inferior and superior aspects take role in shaping someone's behavior and personality later in life.

### **3.2.2. Ambition**

There are several definitions of ambition according to scholars. According to Judge and Kammeyer-Mueller, ambition is a persistent striving to gain success and accomplishment (2012: 759). Hansson *et al.* states that ambition is a result of someone having certain goals and aspirations to promote their social status (1983: 188). Ambition can also be defined as a motivation and aspiration someone has in order to reach his or her ambition, thus gaining recognition within his or her social circle (Barsukova, 2014: 96).

An ambitious person is usually aware that his potential is in the sphere of social activity. His or her ambition is highly related to professional and career growth, and is related to his place on a "professional scale" (Barsukova, 2015: 291). It is also said that someone's success in a social situation may contribute to define his or her social status and recognition.

According to Barsukova (2016: 79-80), ambitious people have several certain characteristics which are categorized into seven main characteristics. The first one is related to their goals: ambitious people want to get recognition by other people, succeeded in life, get a top position in their career, and tend to seek for leadership position. They also plan specific goals and are consistent to achieve the goals. The second one is related to their achievement motivation: they have the strong desire for self-actualization and self-development. They also strive to be

better than others. The third characteristic is ambitious people tend to have positive self-esteem and self-attitude. Next characteristic is related to how ambitious people treat other people: they tend to show dominance over others, competitive, and willing to challenge their competitors. The fifth characteristic relates to their professional activity, in which ambitious people are willing to make any efforts that are needed to reach their goals. The sixth characteristic is related to their self-regulation: they tend to show courage, emotional stability, and willing to take risks to achieve the goals. The final characteristic that Barsukova identifies is related to someone's cognitive characteristics: ambitious people tend to be flexible, open-minded, and have critical thinking.

### **3.2.2.1. Causes of Ambition**

Based on the explanations, we can understand that ambition is a common trait naturally found within human beings. However, there are several factors which cause the ambitious trait to be dominant over others. The cause can be divided into external and internal factor.

External factors may come from family or society. The younger child born into a family is often compared with their older siblings, who are more likely to be more skilled and experienced than them. This comparison can be done by either the parents or society around the younger children and often causes a drive inside the children to be better than their sibling. Judge and Kammeyer-Mueller also identifies family or social circumstances as cause of ambition. They propose the idea that family is responsible in shaping children's values on having occupational and



educational success. Parents who grew up valuing and achieving success in their own lives are likely to teach their children with the same value (2012: 761-762).

Meanwhile, the internal factors may come from the ego and feeling of insecurity that is already found within the person. The insecurity feeling may put the person into pressure which caused them to become ambitious in order to improve their life. There are also another internal causes of ambition proposed by Judge and Kammeyer-Mueller, such as traits of conscientiousness and extraversion (2012: 761-762). People that are already having trait of conscientiousness tend to be drawn by success goals, which are based on their tendency to be diligent, motivated, and directed towards their own goals. They are also tending to be more committed to the goals that they have set. This conscientious trait is considered as one of the cause of ambition because those who possess this trait tend to be consistent and striving for goals like being wealthy or having prestigious career.

#### **3.2.2.2. Effects of Ambition**

The positive effect of having an ambition is that it helps people to survive. People who have ambition and high achievement also tend to be well-adjusted, socially active, and more open to others (Hansson et al., 1983: 188). Judge and Kammeyer-Mueller also proposes several outcomes of having an ambition. First, having an ambition may cause someone to pursue higher level of education. People who focus on long-term ambition, such as having satisfying career and high reputation, tend to achieve higher education and better grades. Second, ambition can also lead to having higher level of income. It is already known that ambitious people mostly

desire to achieve financial success and wealth is one of the most significant indicators of personal success, so it makes sense that ambitious people will try to achieve higher level of income in order to be successful. Third, those who are ambitious will tend to be attracted to the possibility of having a prestigious job. This is also one of the most significant indicators of personal success. Ambitious people are also more likely to show their determination to do achievement-oriented tasks (2012: 762-763).

However, there are several consequences of being over-ambitious. Mariam A-El and Ryan Orkin in their web article published in BusinessOne Insider Medium (2017) states that ambition can be bad when the person cannot control their ambition, which leads the person to be greedy, anxious, or even depressed. Over-ambition may also make the person to be self-neglect and handle criticism negatively. When people become over-ambitious, they tend to lose their common sense and allow themselves to do anything they want to reach their goals, even if it means that they have to harm those around them.

## **CHAPTER IV**

### **DISCUSSION**

#### **4.1. Intrinsic Elements**

In this section, the writer will discuss intrinsic elements in the story, which include character and conflict.

##### **4.1.1. Character**

In this section, the writer will discuss five characters: Tanner Kingsley, Andrew Kingsley, Diane Stevens, Kelly Harris, and Pauline van Luven. Although Tanner Kingsley is the main focus of this thesis, it is necessary to know the background and characteristics of the other characters mentioned in order to gain more understanding of the story and Tanner's ambitious trait.

##### **4.1.1.1. Tanner Kingsley**

Tanner Kingsley is the CEO of Kingsley International Group, a think-tank company founded by his brother, Andrew Kingsley. He is described as an intelligent and handsome middle-aged man: "Tanner Kingsley was in his forties, tall and handsome, with steely blue eyes that blazed with intelligence. He had a Roman nose, a strong chin and a profile that could have graced a coin" (Sheldon, 2005: 93).

Tanner is also described as "an extrovert, gregarious and ambitious. ... [his] looks and charm drew [women] to him like a magnet. ... Tanner's ambition

was to become rich and powerful” (Sheldon, 2005: 114). Tanner is depicted as very similar to Andrew in terms of appearance and intelligence, but their personalities are the polar opposite. Andrew is more of an introvert and self-effacing while Tanner is an extrovert and ambitious. They also have different goals in life: while Andrew wants to be a philanthropist and help other people, Tanner wants to be rich and powerful.

Tanner is a round or dynamic character because he shows several changes in his personality or characteristics. When the readers are first introduced to Tanner, he seems like a good person and even determines to solve the problem that happens in his company, which is the murder of his scientists. However, it turns out that he is actually the mastermind behind the murders itself, and he arranges the murders for his own advantages. As the story progresses, Tanner becomes more complex and difficult to predict. He often surprises the readers because he seems to have a lot of well-thought strategies to reach his ambition, and to an extent, to get rid of Diane and Kelly whom he sees as threat to his goal.

#### **4.1.1.2. Andrew Kingsley**

Andrew Kingsley is Tanner’s older brother, five years apart. He is described as very intelligent, introvert, and self-effacing. Andrew used to work in a think-tank company before deciding to start his own and founded Kingsley Group, a think-tank company that aims to help people in science, agriculture, and manufacturing fields.

In the beginning of the story, the readers can see that Andrew is actually ambitious like his brother, but instead of using the ambition to gain wealth and popularity, he uses it to help other people and become a philanthropist.

Five years later, Andrew decided to start his own think-tank, on a modest scale. When Andrew told Tanner about the idea, Tanner was excited. 'That's brilliant! Think-tanks get government contracts worth millions...' Andrew interrupted. 'That's not my idea, Tanner. I want to use it to help people.' (Sheldon, 2005: 114-115).

From the quotation above, the readers can understand that Andrew initially named the company Kingsley Group. Andrew also wants the company to help people around the world to get better access to agriculture and manufacturing through the technologies he develops, but Tanner thinks that they can achieve more by making the company into a business to get multiple contracts with the government and several corporations, so they will gain millions worth of profit and become rich. This shows that Andrew does not support Tanner's vision about the company, which caused Tanner to see Andrew as an obstacle to achieve his ambition.

Andrew's work and dedication in science fields even gets the attention of Nobel Prize Committee in Sweden, and he is scheduled to receive a Nobel Prize for Science for his work in nanotechnology. Unfortunately, a few days before he receives his prize, he is accidentally exposed to an unknown chemical substance, which damages his brain severely and affects his appearance and thoughts. Tanner then replaces Andrew as the CEO of Kingsley Group because the accident makes Andrew unable to run the company properly.

#### **4.1.1.3. Diane Stevens**

Diane Stevens is born as Diane West and the wife of Richard Stevens, one of Tanner's victims. She is a reputable painter who lived in Manhattan, New York, and described as having typical Caucasian features: "Diane Stevens was in her early thirties. An aura of elegance. Patrician features. Soft, flowing blonde hair. Green eyes. Lovely figure. A girl-next-door kind of wholesomeness" (Sheldon, 2005: 10).

Throughout the story, the author shows that Diane is intelligent and able to make quick decisions. This trait is mostly shown when she tries to avoid Tanner with Kelly. She is quick to read situation, cautious, and able to plan something smart. She is also depicted as a brave woman. In the beginning of the story, we are introduced to Diane when she is testifying against a murder case involving a mafia group led by a man named Anthony Altieri. Her decision to testify against him is very risky and dangerous because Diane can also be targeted by the mafia to keep her silent. Later, Tanner uses this case to fool Diane into thinking that her husband is killed because of her bravery to testify against the mafia. However, Diane braces herself to meet Altieri and telling him to stay away from her, only to find out that he is dying from cancer and actually has nothing to do with Richard's murder.

Besides being intelligent and brave, Diane is also an optimist, high-spirited, and believes in superstitions. When the readers are told about how Diane met her husband, it is also told that Diane once visited a tarot parlor to get readings about her future from an eccentric woman. The woman predicted Diane's future from the tarot cards, only to find that one of the cards is the card of Death, which

symbolizes danger. Even though Diane does not believe it at first, she starts to think that the woman may have made the right prediction due to her situation at that moment, which is having her husband killed. Diane also believes in guardian angel and thinks that she will be safe most of the time because of the angel. Throughout the narrative of the story, Diane believes that her late husband always watches her and keeps her safe from Tanner's attempts to kill her and Kelly. In the end of the story, Diane eventually thanks Richard by setting a dining table for two and pretends that Richard is there with her.

Diane can be considered as round or dynamic character because her characteristics change in a significant way throughout the story. When the readers are introduced to Diane, it can be seen that although Diane is brave enough to testify against a mafia leader, she still shows fear and blames herself for Richard's death, making her vulnerable and depressed. When Tanner begins to target her and tries to kill her, Diane grows into a fully brave woman and has a strong will to stay alive, so she tries to avoid Tanner's attempt to kill her by any means necessary.

#### **4.1.1.4. Kelly Harris**

Kelly Harris is the widow of Mark Harris, one of Tanner's victims. Kelly's maiden name was Kelly Hackworth and she works as a fashion model in Paris. She is described as having gorgeous and intelligent appearance, as stated in the quotation below:

She was in her mid-twenties, an African-American with skin the colour of melted honey and a face that was a photographer's dream. She had soft, brown, intelligent eyes, sensual full lips, lovely long legs, and a figure filled with erotic promise. Her dark hair was cut short in deliberate dishabille, with a few strands sprawling across her forehead (Sheldon, 2005: 48).

During her childhood, she had a difficult life. Her mother, Ethel Hackworth, was pregnant with Kelly outside of wedlock when she was working as a house maid for a wealthy family. When the family discover the pregnancy, Ethel was fired from her job and she ended up managing a boarding house for men. Kelly grew up with her mother's tenants, thinking that those men are her "uncles". When she was eight years old, one of her mother's tenants raped her when she was sleeping, making her traumatized. The trauma causes her to be afraid of the dark and has trust issues towards people, especially men. She also became cold, bitter, skeptical, and does not believe in superstitions like Diane.

Kelly can be considered as a round or dynamic character, because she shows changes in her personality or characteristics throughout the narrative of the story. When Kelly meets Diane for the first time in the beginning of the story, she has trust issues and act cold towards Diane, making it difficult for Diane to reach her. Kelly does not trust Diane and wants to avoid her because Kelly thinks that Diane's involvement in the mafia case may put her in danger if she stays close to Diane. However, as the story progresses, Kelly tries to be more open and accept Diane as her partner to avoid being captured and killed by Tanner's henchmen. She also compromises Diane's habit on believing in superstitions.



#### **4.1.1.5. Pauline van Luven**

Pauline van Luven is Tanner's girlfriend who works as a senator in Senate Select Committee on Environment. When Pauline first appears in the story, she introduces herself as Pauline Cooper, and asks to be called Paula. She is described as "an unremarkable young woman. All that kept her from being plain was a pair of intense brown eyes and a bright, slightly cynical smile" (Sheldon, 2005: 117).

In the story, Pauline is on Tanner's side and helps him to achieve his ambition by doing bad things as well, such as taking advantages of her husband who is an influential businessman. She does that by using her husband's influence and connection to get prestigious clients for Tanner's company. Pauline also helps Tanner by serving as his informant if his employees want to tell the government about Tanner's weather control machine, because Pauline herself works in the government. When the employees are going to do so, Pauline quickly find out about their plan and thus she is able to tell Tanner.

The author does not show a lot of Pauline's characteristics other than being cunning and intelligent and these characteristics do not change throughout the story, so she can be categorized as a flat character.

#### **4.1.2. Conflict**

In this section, the writer will discuss conflict that happens in the story. The writer divides the conflict into internal and external conflict.

##### **4.1.2.1. Internal Conflict**

In this section, the writer will only discuss about Tanner's internal conflict because he is the main focus of this thesis. Another characters such as Diane and Kelly also has their own internal conflicts throughout the story, but the writer chooses to omit their internal conflicts because the conflicts are not relevant with the main topic about Tanner's ambition.

Tanner's internal conflict shows earlier in the story when he has a different vision with his brother Andrew about their company, Kingsley Group. Tanner sees Kingsley Group as a tool to reach his ambition to be rich and powerful, so he wants to run Kingsley Group as a business company. However, Andrew refuses, saying that he wants to use the company to help people instead of gain profit.

Half a dozen people were hired and sent to Kenya, Somalia and Sudan, to teach the local populations how to better their lives. But no money was coming in.

It made no sense to Tanner. 'Andrew, we could get contracts from some of the big companies and—'

'That's not what we do, Tanner.'

What the hell do we do? Tanner wondered. 'The Chrysler Corporation is looking for—'

Andrew smiled and said, 'Let's do our real job.'

It took all of Tanner's willpower to control himself (Sheldon, 2005: 116).

In the quotation above, the readers can see that the difference between Tanner and his brother causes constant conflict within Tanner's mind: he knows that running a philanthropist company will not get him a lot of profit like a business company will do, so he has difficulties to understand why his brother wants to be a philanthropist instead of being a businessman and get rich.

Because of the differences about their vision, Tanner initially tries to argue with his brother, but Andrew always objects his argument. Tanner's attempt to argue about his vision to Andrew happens several times in the story, but Tanner always chooses to hold back because he knows that his brother is stubborn and cannot be compromised. As a result, Tanner pretends to be happy with his brother's decision, despite him feeling uncomfortable.

#### **4.1.2.2. External Conflict**

The story's main plot is the cat-and-mice game between Diane, Kelly, and Tanner. The external conflict can be seen from Tanner, Diane, and Kelly's side. From Diane and Kelly's point of view, their external conflict comes from Tanner. Diane and Kelly initially had peaceful life until they have to face the truth that their husbands have been killed by Tanner. Upon further investigation, they realize that Tanner is targeting them as well, so they have to escape to avoid being killed by Tanner. One of the examples is when they run away from a bomb set by Tanner in their hotel room:

Exasperated, Diane followed Kelly into the park. They took seats on a bench.

Diane said, 'What are we doing here?'

At that instant, there was a tremendous explosion inside the hotel and from where they sat, Diane and Kelly could see windows being blown out of a fourth-floor room, with debris flying through the air (Sheldon, 2005: 245).

The quotation above tells us that Diane and Kelly are hiding from Tanner in a hotel room. Unfortunately, Tanner finds their hiding place and sends them a bomb disguised as a package to blow the hotel room and kill the women. Later,

Kelly is suspicious of the package and finds out that the package is actually a bomb sent to kill them. She convinces Diane to run away, avoiding the explosion. The women manage to escape from another conflict caused by Tanner, right when they think they are already safe.

While Tanner is the person who creates the conflict for the women, Diane and Kelly also have conflict against each other. The women first meet each other when Tanner invites both of them separately to offer his condolences. Diane finds out that Kelly's husband is dead as well, so she tries to approach Kelly in order to talk about their husbands' death. Diane does this in hope to gain more understanding of what is actually happening to her husband. Kelly, who has trust issue towards people, initially acts cold and skeptical towards Diane. When they agreed to have a talk, Kelly finds out that Diane had testified against the mafia boss Anthony Altieri a few days prior.

Kelly was dumbstruck. She turned to Diane. 'You testified against *him*?'  
 'Yes. I saw him kill—'  
 Kelly's trembling hands spilled some tea and knocked over a salt shaker.  
 'I'm getting out of here.'  
 'What are you so nervous about?'  
 'What am I nervous about? You tried to have the head of the Mafia sent to prison and he's free, and he's going to clean up a few old debts, and you want to know what *I'm* nervous about? *You* should be nervous.'  
 ...  
 'Wait! We haven't talked about our husbands or—'  
 'Forget it.' Kelly headed to the door (Sheldon, 2005: 172-173).

After finding out the truth about Diane, Kelly's trust issue becomes worse because she is worried of her own safety if she keeps being close to Diane. As a result, Kelly distances herself from Diane. When Kelly realizes that her safety is

indeed in danger, she asks Diane to talk to Altieri in person to make sure that he will never bother her again, thus ensuring her safety. Diane agreed and they both go to Altieri's, only to find out that Altieri is in his deathbed due to cancer. They also found out that Altieri actually has nothing to do with the women. The conflict between these two women continues until they realize that they have to team up in order to outsmart Tanner's plan to capture and kill them.

Meanwhile, from Tanner's point of view, the external conflict is mostly caused by Diane and Kelly because they keep running away from him, thus preventing him from reaching his ambition to become more powerful:

A minute later, Harry Flint and Vince Carballo walked into Tanner's office.

Tanner turned to the two men. He was in a towering rage. 'The bitches got away again. That's the last time I will allow that to happen. Do you understand? I'm going to tell you where they are and you're going to take care of them. Any questions?' (Sheldon, 2005: 253-254).

The quotation above shows how Tanner reacts over his failed plan to kill Diane and Kelly. He thinks that he has succeeded in his plan, thus he becomes more powerful because no one knows or suspicious of his secret project. However, he later finds out that the women escape the bombing, preventing him to reach his desired goal. Tanner cannot believe the fact that Diane and Kelly who seem to be in average intelligence can always repeatedly outsmart him, making him furious and become even ambitious and ruthless. He does not like other people making fun of him, so his desire to get rid of Diane and Kelly as soon as possible becomes stronger.

## **4.2. Extrinsic Elements**

In this section, the writer will discuss several extrinsic elements in the story, which include the depiction of Tanner's ambition, his characteristics as ambitious person, causes of the ambition, how Tanner reaches his ambition, and effects of the ambition.

### **4.2.1. Depiction of Tanner's Ambition**

In the story, the readers are told that Tanner is an ambitious person whose goals are to be rich and powerful. Although it has been explicitly told in the narrative of the story, the readers can see his ambition through the actions he has done throughout the story. One of the examples is when Andrew, his brother, founds the think-tank company. Initially, Tanner has some disagreements about the visions of the company with Andrew, but he decides to compromise with Andrew's plan because he wants to build the company gradually to be the company he wants.

Later in the story, Andrew is involved in an experiment with an unknown chemical substance. Unfortunately, an accident happens and the substance damaged his brain permanently, leaving him unable to do anything. Tanner then takes over the company and changes the name to Kingsley International Group, fulfilling his ambition:

The atmosphere at KIG changed almost overnight. When Andrew was running it, it had been casual. Now suddenly it had become more formal and was being run as a business instead of a philanthropy. ... Business began to flourish at an extraordinary pace, and Tanner changed the company name to Kingsley International Group, just as he had planned (Sheldon, 2005: 153).

In the quotation above, the readers are shown that Tanner successfully achieves his ambition by setting specific goals step by step. First, he changes the name of the company to Kingsley International Group instead of keeping the name Kingsley Group that Andrew initially given. He does that in order to expand the company around the world and gain international reputation. The second step that he does is changing the purpose of the company. Initially, the company aims to help people in agricultural and manufacturing fields, in which Tanner thinks will not gain much profit. When Tanner takes over the company, he changes the purpose of the company into a business company which runs several businesses and contracts with the government and multiple corporations, thus gains a lot of profit and makes him rich. The result changes atmosphere inside the company. A philanthropy company tends to have a casual and laid-back atmosphere, while a business company tends to be more serious and formal.

#### **4.2.2. Tanner's Characteristics as Ambitious Person**

Based on seven characteristics of an ambitious person identified by Barsukova, Tanner seems to possess and show all of them.

Firstly, as explained in the previous section, Tanner plans specific goals, in which some of them are to gain recognition and success. Second, he has the strong desire to be better than other people, especially his brother. The reason behind this strong desire will be explained in the next section.

Third, he shows positive attitude in order to reach his goal gradually. One example that displays this attitude is shown earlier in the story, when Tanner decides to be patient and compromise with his brother Andrew:

Tanner started to object and stopped. His brother could not be rushed. He had a stubborn streak. But the time is coming, the time is coming, Tanner thought as he looked up at the little sign again. Some day it will read, 'KIG, Kingsley International Group' (Sheldon, 2005: 116).

In the quotation above, the reader can see that Tanner actually tries to argue with his brother when they have different visions about their future company, but Tanner chooses to stop and be patient because he knows that his brother is stubborn. Had Tanner rushed and forced to get into his goal immediately, it is very likely that Tanner would not land on the top position as a CEO in the company. However, this attitude does not stay long because the ambition turns him bad, thus causing him to be more impatient and easily enraged. This positive attitude displayed by Tanner also acts as a disguise to trick people and hide his true intention.

The fourth characteristic is that he shows dominance over others, competitive, and repeatedly challenges his competitor. This is mostly shown when Tanner tries to capture and kill Diane and Kelly. By trying to do that in different ways, Tanner indirectly challenges the women to avoid his attempts and tries to show them that he is in higher or more powerful position than the women. When the women successfully avoid every killing attempt, Tanner becomes furious because he does not want to be outsmarted or defeated by the women, showing that he is a competitive person.



Fifth, he is willing to do everything to reach his ambition, but it turns negative as he actually takes any measure needed, including the ruthless way, to reach the ambition. This particular characteristic will be discussed later in the section about Tanner's ways to reach his ambition. Sixth, he shows courage and willing to take risks, but he possesses this characteristic in a similar way to the previous characteristic because it turns him bad as well.

Finally, Tanner shows cognitive characteristics such as being intelligent and having critical thinking. His intelligence is mostly notable when he is able to track and find Diane and Kelly using a method he calls "Cartesian method", a method involved critical and logical thinking to solve a problem by getting into the solution step by step:

Tanner began to pace. 'They [Diane and Kelly] won't return to Stevens' apartment because it's too dangerous—we're having it watched ... now, would Diane Stevens go to friends for help? I don't think so. It might jeopardise them ... what could their next step be? ... They would have considered the airports, train stations and bus depots, but they would know we're having them watched. So where does that leave us? ... It leaves us with a hotel.' (Sheldon, 2005: 215-216).

In the quotation above, Tanner is using Cartesian method to track Diane and Kelly's whereabouts. He thinks that the women will not return to Diane's apartment because Tanner has the place under surveillance. Because of that, Tanner begins to think that the women will probably hide in a hotel because it is unlikely that they will try to go out of the town with public transportation. Public transportation means public area, and Tanner thinks that the women possibly have figured out that Tanner may has his henchmen watching every public area possible. It is later told that

Tanner begins to guess that Diane and Kelly may have chosen a women's hotel to stay because that kind of place does not allow men to go in, which means that the women will be safe from Tanner and his henchmen, should they try to go and capture them there. After concluding his thoughts, Tanner tries to search for women's hotels in Manhattan and listing them. The Cartesian method works based on assumptions, so Tanner needs to confirm if his logic is showing him the right way. He does that by tracking the women using software equipped with GPS or global positioning system. Tanner then finds out that Diane and Kelly are indeed staying in a women's hotel, thus confirms his logic and proves that he is capable of critical and logical thinking.

#### **4.2.3. Cause of Tanner's Ambition**

The causes of Tanner's ambition included internal and external causes. These causes increase Tanner's ambition to be rich and powerful.

##### **4.2.3.1. Internal Cause**

The reason behind someone's ambition may come from internal or external factor. Tanner's ambition is initially caused by some internal factors. Tanner is described as an extrovert, and according to Judge and Kammeyer-Mueller's suggestions about causes of ambition, Tanner's extraversion trait may contribute to his ambition.

Because of his extraversion trait, Tanner tends to get his energy from his surroundings and uses the energy to show behavior towards achieving higher goals. Tanner is also used to interacting with a lot of people, so he ends up receiving a lot of social expectation, such as being equal to his brother in terms of intelligence and achievement. Tanner's extraversion trait and social expectations from his surroundings both may contribute to his ambition trait.

#### **4.2.3.2. External Cause**

Aside from internal factors, Tanner's ambition is mostly caused by external factor, namely his social circumstances:

The fact that Tanner was five years younger than his brother was a constant frustration. ... He had grown up in the shadow of his brother, and it was galling to know that he was considered second best only because Andrew had got there first (Sheldon, 2005: 113-114).

According to Adler's theory about birth order, the constant comparison between Tanner and Andrew happened as a result from the birth order in the family. In the quotation above, the readers learn that Tanner was born five years after Andrew, which sets him as the younger sibling. Tanner, as the younger and youngest child in the family, is always being compared to Andrew's achievement because Andrew had achieved it first.

Being constantly compared with Andrew in the past has made Tanner frustrated and grew up with feeling of inferiority towards his brother. As a result, he slowly becomes competitive and struggling to figure out where he supposed to be in the society. He also becomes consistent with the effort to be the best, which

results in him being ambitious and set his goals as high as possible, so he can prove that he is a lot better than his brother.

#### **4.2.4. Tanner's Ways to Reach His Ambition**

In the previous section about characteristics of an ambitious person, it is told that one of the characteristics is the will to make any efforts that are needed to reach his or her goals. In this section, the writer will discuss each step that Tanner does in order to achieve his ambition.

The first thing that Tanner does to reach his ambition is tricking people by dating Pauline secretly, as said below:

Tanner spoke up. 'Let me straighten you out. She [Pauline] went away because she *did* love me.' He took Pauline's hand. 'She telephoned me the day after her wedding. She married a very rich, influential man so she could use her husband's influence to get important clients for KIG. That's why we were able to grow so fast.' Tanner gave Pauline a hug. 'We arranged to meet secretly every month.' (Sheldon, 2005: 372)

In the quotation above, Tanner is explaining about his relationship with Pauline to Andrew, who seems to remember that Pauline left Tanner and does not realize that they are still in a relationship. Tanner and Pauline briefly dated before, but just days after they announced their engagement, Pauline left him to marry another man and became a senator in Senate Select Committee on Environment. People around them, including Andrew, thought that Tanner and Pauline's relationship was over, but it turns out that it is a part of their plan to keep their relationship a secret. With doing so, Tanner is having Pauline in his side and he gains some advantages from it. Firstly, because of Pauline's marriage with a

wealthy and influential man, she can use her husband's influence to get big clients for Tanner and his company, thus helping Tanner growing his business. Secondly, Pauline is a senator who leads the Senate Select Committee on Environment, so anyone who is planning to tell the government about Tanner's weather control machine will have to reach her first, resulting in Tanner being able to find and eliminate them to keep his machine in secret.

Afterwards, Tanner hires ex-felons or ex-cons as his henchmen. When Andrew runs Kingsley Group, he develops a program to help ex-cons to get a job and have a better life. Tanner, who sees an opportunity to take advantages of the ex-cons, secretly hires them to be his henchmen to do dirty works for him. He hires two ex-cons named Vince Carballo and Harry Flint, who were convicted for severely harming people.

Years ago, his brother Andrew ... had started a half-way house for newly released prisoners, to help them adjust to civilian life.

...

Tanner had a more useful plan for these men, because he believed that there was no such thing as an ex-felon. Through his private sources, he would get inside information on the backgrounds of recently released prisoners, and if they had the qualifications that Tanner needed, they went from the half-way house to working for Tanner directly, doing what he called 'delicate private tasks' (Sheldon, 2005: 194).

In the quotation above, the readers are told that unlike Andrew who believes in second chance and trusts the ex-cons to do good jobs, Tanner does the opposite. Tanner believes that an ex-con will stay bad, no matter what happens to them. Because of that, he often orders Carballo and Flint to do things he had arranged, such as kidnapping and killing people he thinks will be a threat to him. The men

always do their job perfectly and never disappoint Tanner, which brings satisfaction to him.

The next thing he does is eliminating Andrew. Tanner wants the company to be a business company so that they will get multiple contracts with the government and gain millions worth of profit, but Andrew disagrees and raises the company to be philanthropy without thinking about profits. Tanner knows that his ambition cannot be fulfilled while Andrew is still in charge of Kingsley Group, so he plans to get rid of his own brother:

He [Andrew] was lying in a hospital bed and Tanner was saying, ‘You surprised me, Andrew. You were supposed to die. ... I’m giving you an office at KIG. I want you to see how I’m saving your ass. ... By the way, the first thing I did was to cancel all the bullshit do-good projects you started, Andrew...’ (Sheldon, 2005: 345-346).

Although it is not explicitly stated in the story, the readers may guess that Tanner is behind Andrew’s accident, sending him to the ill-fated experiment on purpose. Tanner gets rid of Andrew in order to take over the company from him and achieve his goals to become rich and powerful without anyone bothering him.

After gaining full control of Kingsley Group and Prima, the weather control machine, Tanner starts to use the machine for his own advantages by threaten world leaders to send terrible weather to their countries if they do not send him a huge amount of money.

‘These are three more interesting conversations that I had—with Peru, Mexico, and Italy. Do you know how the gold is delivered? We send trucks to their banks and they fill them. ... If they make any attempt to find out where the gold is going, I promise them that the storm will begin again and never stop.’ (Sheldon, 2005: 371-372)

In the quotation above, Tanner is telling Pauline about the blackmail he does with the world leaders, and how they pay the money he wants. Before that, he shows Pauline a recording of his conversation with President of Portugal, where Tanner calls him anonymously and threatens to send bad weather to his country if he does not send Tanner two billion dollars in gold. The president refuses to do that, so Tanner sends storm to Portugal which ruined the country, leaving the president with no choice but to give Tanner the money he wants to stop him from destroying the country. From the quotation above, the readers learn that Tanner also does this to several other countries, such as Peru, Mexico, and Italy.

Another example of ruthless action taken by Tanner is when he orders his henchmen to murder people, especially those who have even the slightest knowledge about his secret project, which is the weather control machine, and have a potential to ruin the project. A few years before he murders four scientists working for him, Tanner had already murdered two other scientists when they all refuse to work with him. The scientists are Akira Iso from Japan and Madeleine Smith from Switzerland.

Greenburg spoke up. 'Mr. Kingsley, there's something else. We understand that six years ago, a Japanese scientist names Akira Iso committed suicide in Tokyo. Three years ago a Swiss scientist named Madeleine Smith committed suicide in—'

Tanner interrupted. 'Zurich. Neither of them committed suicide. They were murdered.' (Sheldon, 2005: 126)

When the local police are investigating the murders, they also discover another incident related to Tanner's company, which is Akira and Madeleine's

death. The police never found out that the murders were planned by Tanner, and the final verdicts for both cases were suicide because they seemed like one. When the police question Tanner about Akira and Madeleine's case, Tanner says that they were murdered because they planned to leave their previous company in order to join Tanner's company. This is actually a lie told by Tanner to fool the police into thinking that there is someone else out there who feels threatened if Akira and Madeleine move to Tanner's company, Kingsley International Group, while in fact, it is Tanner himself who arranged the murders and staged them to look like suicide.

In the story, the reader learn that both Akira and Madeleine previously worked for Tokyo First International Group, and Tanner wanted to recruit them because he knew about their intelligence and capability. However, when Tanner flew to their respective countries to make an offer with them, they both refused with their own reasons. Because of the rejections, Tanner became disappointed and sends his henchmen to murder both Akira and Madeleine. It is not explained why Tanner arranged for their murders, but there are two possible reasons: the readers can assume that the murders were done to silence them and thus people will not know that they had a contact with Tanner and he offered them a position in his company, or the murders were done because Tanner did not get what he wanted, which was recruiting the people he targeted.

'They [the scientists] came to me, to ask me what plans I had for it. When I told them I didn't intend to offer it to our government, they objected and decided to go to Washington, to talk to someone, to tell them about Prima. It wouldn't have mattered who they chose because I would have them taken care of before they got here...' (Sheldon, 2005: 368).



In the quotation above, Tanner is telling Pauline about the murder of the four scientists who is working on Prima, the weather control machine. Tanner does the killing because the scientists refuse to continue working on the project when they question the actual purpose of the machine and plan to tell the government about the machine. Unfortunately, the scientists chose to go to Senate Select Committee on Environment, which is led by Pauline who is on Tanner's side. He then finds out about their plan and kills them to keep them quiet, so the machine will remain in secrecy. He also plans to get rid of the men's families as well, just in case they told their families about Prima. He manages to murder Sonja Verbrugge, Franz Verbrugge's wife, and attempts to eliminate Lois Reynolds, Gary Reynolds' sister by setting her house on fire. The fire does not kill Lois right away and she is left with horrible burns, which requires medical attention in the hospital. She is hospitalized and Tanner's henchman later ends her life by disguising himself as a doctor and sneaks into her room.

The next thing that Tanner does is attempting to capture and kill Diane and Kelly. Tanner only eliminates those whom he thinks will be a threat to him and his ambition, so he needs to make sure if Diane and Kelly actually have any knowledge about his secret machine or have suspicions on him. To do that, he monitors their movements through several ways. Firstly, when the women find out that their husbands have been killed, Tanner invites them to his office to offer his condolences. He also gives them his name card during the meeting, which is equipped with a tracker so he can always find the women's whereabouts easily. He

also monitors their movement by secretly putting cameras and microphone in Diane's apartment, should there any suspicious action taken by her. He also hacks into the women's phone line to listen to their phone calls.

As Tanner leaned forward, watching the screen intently, Diane said, 'We have to find out what our husbands were working on.'

...

Diane said, '... Richard was going to Washington, to see somebody. Sometimes I travel with him, but this time he insisted it would be better if he went alone.'

Kelly was watching her with a surprised expression. 'That's strange. Mark told me *he* had to go to Washington, and had to go alone too.'

'We have to find out why.' (Sheldon, 2005: 192-193)

According to the quotation above, when Tanner is listening to Diane and Kelly's conversation through his tapping device, he finds out that the women start to realize that there is a connection between each murder and have suspicions about it. Because of that, Tanner becomes sure that he has to kill the women so that they will not discover the truth behind the murders, and to an extent, discover his secret machine and how he plans to use it. While the women are on the run to avoid Tanner and his henchmen, they later realize that Tanner has tracked them and decide to dispose their cards and cellphone, making it slightly more difficult for Tanner to find their location.

After listening to Diane and Kelly's conversation and realizes that they are suspicious of something, Tanner starts to send his henchmen to directly kill the women. The direct method which varies from shooting them in broad daylight to sending them bomb also do not work, which frustrates Tanner.

The actions taken by Tanner are showing that he is willing to do anything to eliminate everyone who knows about his secret, including Diane and Kelly, to keep his reputation clean. His secret, the weather control machine, is one of his tools to gain more power and wealth because he frequently uses it to blackmail world leaders in order to get money and the power to control the weather in the targeted country. The way he uses his machine to gain power and wealth can be seen as unacceptable, which is the reason why Tanner keep his machine in secrecy. Tanner has already reached his ambition to be powerful by getting a CEO position in his company, thus he needs to stay powerful by keeping his reputation clean. If the information about the secret machine and the way he uses it leak to the public, it is most likely cause public outrage, resulting in Tanner having his reputation destroyed and failing to keep being powerful.

#### **4.2.5. Effect of Tanner's Ambition**

In this section, the writer will discuss the effects of Tanner's ambition, which include internal and external effect.

##### **4.2.5.1. Internal Effect**

In the story, Tanner is experiencing both positive and negative effect of being ambitious. Most of the positive effect of his ambition happened when he was younger: it helps him to survive in a way that he is able to adjust himself to his surroundings that tend to compare his achievements to his brother's. He also tends to be more open to other people.

Another example of the positive effect of his ambition is based on Judge and Kammeyer-Mueller's suggestions about outcomes of having ambition, which Tanner experiences himself. Tanner gets higher education in college, and he is able to land on a prestigious job as the CEO or head of a think tank company, which leads to him having a higher level of income. The prestigious job and high income help him to achieve his ambition to be powerful and rich.

However, these positive effects do not stay long because as the story progresses, he cannot control his ambition and balance it with his common sense. Based on the theory of ambition, the readers can see that Tanner's ambition tend to be a negative ambition rather than a positive one. Tanner's ambitions are actually normal and good, but the way he reaches or achieves them makes the ambitions seem negative. As a result, Tanner becomes over-ambitious and takes harmful actions to reach his ambition.

As the story progresses, Tanner's uncontrollable ambition leads him to become self-neglect and completely losing his common sense. This is mostly shown throughout the story, where he is willing to take any measure needed to get rid of Diane and Kelly. He has tried multiple ways to get them captured and killed, but they always fail.

Later in the story, Tanner plans to get rid of Andrew completely by setting a trap to him. Before he escapes with Pauline to where he secretly puts the second Prima, he tells Andrew to keep the first weather control machine and push some buttons on the machine in a certain hour. Andrew does not know that the order is a

trap because the machine will explode if he pushes the buttons. Unfortunately, during Tanner's flight, Andrew slowly gains consciousness and controls the weather around Tanner's location so that a terrible hurricane hit his plane and kills him:

The huge plane started to bounce up and down. Tanner was looking out of the window, puzzled by what was happening. The rain began to turn into large hailstones. ... At that instant, a hurricane hit the plane, bouncing it out savagely.

...

In the redbrick building, Andrew moved a switch and watched the screen as the plane exploded and pieces of wreckage and bodies were hurled into the sky. Then Andrew Kingsley pressed the red button three times (Sheldon, 2015: 390-392).

Based on the quotation above, the readers are shown that Tanner is unaware of what is happening with the weather. It is only moments later when he finds out that the terrible weather and the hurricane are probably caused by the weather control machine, which is probably controlled by Andrew. This shows that Tanner is doing a mistake due to his over-ambitiousness. The plan to kill the women and his brother has made Tanner overlooks the fact that his plan may not go as he expected. Tanner does not think about the probability that Andrew may still has his consciousness despite having his brain damaged. As a result, things happen beyond Tanner's expectation when Andrew actually starts to gain his consciousness. Then, he sends a hurricane to Tanner's location to ensure that it will kill Tanner before Andrew does what Tanner has asked him to do. As a result, the two brothers are dead.

#### **4.2.5.2. External Effect**

Tanner's ambition to become rich and powerful and the way he reaches it not only affects him personally, but also affects people around him when Tanner starts to taking every way needed, including the harmful ways, to reach his ambition.

Andrew Kingsley, as Tanner's older brother who initially runs Kingsley Group, becomes the first person who is affected by Tanner's ambition. As explained in the previous section, the readers learn that Tanner wants the company to run in business fields by getting involved in projects that will gain them millions worth of profit, but Andrew objects Tanner's vision and run the company into philanthropy by helping people in agricultural fields. Tanner then views Andrew as his obstacle to reach his ambition, so he decides to eliminate Andrew by purposely putting him in an accident. It is later known that Andrew is exposed to an unknown chemical substance when conducting an experiment, prior to receiving his Nobel Prize. This accident heavily affects his appearance and thoughts, as said below:

Andrew Kingsley bore little resemblance to his brother. His features seemed to be blurred. He had thinning grey hair, a lined face, and he walked in a slightly stooped posture. ... Andrew Kingsley appeared to be slow-witted and apathetic. He spoke haltingly and seemed to have trouble putting sentences together (Sheldon, 2005: 129).

From the quotation above, the readers can see how bad the chemical substance damages Andrew. When Andrew was younger, he had a lot of similarities with Tanner in terms of appearance and intelligence, but after the accident, he cannot take care of himself well and seems to age faster than he should be. He also seems to think that he still lives in the moment before the accident, but in reality seven years have passed since the accident. As a result, he keeps asking Tanner

about his Nobel Prize and does not realize that he is not going to receive it due to his accident.

The employees were stunned to see what had happened to Andrew. He had changed from a brilliant, alert scientist to a zombie. Most of the day Andrew sat in his chair, looking out of the window, half asleep, but he seemed happy to be back at KIG, even though he had little idea of what was going on (Sheldon, 2005: 153).

The quotation above explains further about Andrew's behavior after the accident, when Tanner takes him back from the hospital and takes care of him in the company. Andrew is not aware of what is happening around him and spend most of his day just sitting in his chair. However, in the end of the story, it is revealed that Andrew finally starts to gain consciousness and starts to realizing things that happen around him, although it is not explained how Andrew gets his consciousness back.

Tanner's ambition also causes some people to lose their lives, namely Akira Iso, Madeleine Smith, Richard Stevens, Mark Harris, Franz Verbrugge, and Gary Reynolds. Akira and Madeleine are Tanner's employee candidates, while Richard, Mark, Franz, and Gary are scientists who work in Tanner's weather control machine. Akira and Madeleine both lose their lives when they reject Tanner's offer to work in Kingsley International Group, while the four scientists lose their lives because they have suspicions on Tanner's machine and plan to tell the government about it.

Each of the employees is killed in different ways. For instance, Richard is killed by drowning him in the river. Tanner and his henchmen trick polices and

Richard's wife, Diane, into thinking that Richard is involved in mafia business by putting false leads on his body. Meanwhile, Mark is killed by being thrown off from the Eiffel Tower by Tanner's henchmen. Tanner also tricks Mark's wife, Kelly, into thinking that Mark is having an affair and commits suicide so that she will not have any further suspicions about her husband's death. The next employee, Franz, is killed along with his wife, Sonja Verbrugge. It is not explained how he is killed in the story. The last employee, Gary Reynolds, is killed by having his private plane crashed to the mountains. Gary is an accomplished pilot who flies the plane by himself on the day of the accident. However, on that day, his plane gets caught in a sudden hurricane that is not even detected on the radar. The hurricane is not detected on the radar because it is a result of Tanner's weather control machine. As a result, Gary's plane crashed to the mountains, killing him.

Tanner does not only get rid of his employees who are directly involved in his secret project, but also their families whom he suspects have any knowledge about the project itself. As mentioned above, Franz's wife, Sonja, is killed because she knows about the project that her husband has been working on. Lois Reynolds, Gary's sister, also knows about the project and Tanner tries to burn her house down to get rid of her. Lois initially escaped the fire with severe burns which require medical attention, but when she is being treated in the hospital, Tanner's henchman goes into her room and ends her life.

Diane and Kelly, as Richard and Mark's wife, are also affected by Tanner's ambition. Both of them lose their husband because of Tanner, making them widows. The news about their husband's death heavily affects both of them: they distance



themselves from other people and refuse to accept the reality that their loved ones have gone.

From the time Diane was told of Richard's murder, she spent the next several days locked away in their darkened apartment, refusing to answer the telephone or the door. She was like a wounded animal, hiding. She wanted to be alone with her pain (Sheldon, 2005: 32).

From the quotation above, the readers learn that Diane shuts herself out and becomes depressed after receiving the news about Richard's death. She spends most of her days alone in her apartment and refuses the company of those who want to send her their condolences.

At four o'clock in the morning, Kelly was seated in a chair, staring out of the window in a daze, hearing a babble of voices. 'Police Judiciaire... we need to talk... Mark is dead... Mark is dead... Mark is dead.' The words became a dirge pulsing through Kelly's brain (Sheldon, 2005: 55).

From the quotation above, it is known that Kelly reacts to the news in the same way Diane does: they both go into a shock and denial, refusing the truth about their husband's fate. Kelly also doubts the truth because she does not believe that Mark commits suicide as told by the police, which later turns out to be true because Mark is actually killed by Tanner who wants to silence Mark about Tanner's machine.

Aside from grieving because of losing their husband, Diane and Kelly have to deal with the fact that Tanner is targeting them and repeatedly tries to kill both of them. The constant encounter with Tanner's killing attempt makes Diane and Kelly feel uncomfortable and they are forced to live under fear and pressure while trying to avoid being captured and killed by Tanner.



## **CHAPTER V**

### **CONCLUSION**

Ambition is one of the traits naturally found within human beings. Ambition has its own advantages and disadvantages, depending on the way people handle or control it. If someone is able to control his or her ambition, it may bring a lot of advantages, such as being successful in pursuing higher education or career. On the other hand, if someone cannot control his or her ambition and balance it with common sense, the ambition will bring more harm than good. For example, he or she may become greedy, anxious, or depressed.

Sidney Sheldon's novel, *Are You Afraid of the Dark?*, depicts the ambition possessed by Tanner Kingsley, the one of the characters. The story shows that Tanner's ambitions are to be rich and powerful. This happens as a result of constant comparison between Tanner and his brother that is done by his social circumstances during his past. His ambitions are initially seem harmless, yet it becomes negative and unhealthy as he is unable to control his ambition and lose his common sense. Even though Tanner managed to reach his ambition, the way he reaches it and his inability to control it eventually lead to his death. From Tanner's fate in the story, the readers can learn that unhealthy ambition tends to cause more harm than good.

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